

# SUPERINTENDENTS...

met rising labor costs by keeping the lid on  
turf material and maintenance equipment purchases

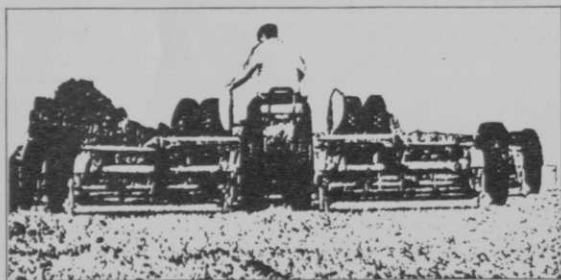
Superintendents adhered to tight budgets for turf materials in 1972. Total expenditures for chemicals, fertilizers and grass seed dropped slightly from \$63.5 million in 1971 to \$63.3 million. However, they were less successful in holding the line on spending for major course improvements, which amounted to \$106.9 million—almost 29 per cent over the 1971 figure.

Costs for maintenance crews also put a strain on economy-minded clubs. Expenditures for golf course labor jumped almost 12 per cent.

Superintendents themselves made some gains in salary levels. There was a significant decrease in the number of superintendents reporting salaries from \$5,000 to \$10,000. But on the upper end of the salary scale, more than 29 per cent indicated salaries of \$12,001 to \$15,000 as compared to less than 22 per cent in 1971, and 15.5 per cent reported salaries from \$15,001 to \$20,000, versus less than 11 per cent in 1971.

As with turf materials, superintendents held the line on maintenance equipment expenditures. Again in 1972, equipment purchases appeared to be for purposes of replacement rather than build up. The over-all value of maintenance equipment increased a little more than 2 per cent to \$569.8 million.

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Notes: 1972 national grand totals in this golf course superintendent study are based on the total number of golf facilities in the United States, regulation and non-regulation courses combined. Because the amount of materials and equipment needed by a superintendent is primarily influenced by the size of the course that he and his staff maintain, figures in this study are broken down by the common size categories: 9 holes, 18 holes or more and non-regulation (par-three, executive, etc.). However, in two cases—superintendents' salaries and types of irrigation systems where type of course has a primary bearing—figures are given by course classification.

In some cases averages for 1971 and 1972 are the same, but national projections are different. This is indicative of the growth in the number of golf facilities.

Figures in the millions have been rounded to the nearest hundred thousand dollars; figures in the thousands have been rounded to the nearest hundred dollars, and figures in the hundreds have been rounded to the nearest ten dollars. Therefore, rounded national totals, when added, may not precisely agree with national grand totals because they are the sums of unrounded figures.

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### AVERAGE EXPENDITURES FOR TURF MATERIALS

Size of facility	Fertilizers	Fungicides	Grass seed	Soil amendments	Herbicides	Insecticides
<b>9-hole</b>						
1970	\$1,100	\$600	\$280	\$260	\$240	\$150
1971	\$1,100	\$530	\$400	\$390	\$460	\$330
1972	\$1,400	\$610	\$310	\$120	\$170	\$180
Budget 1973	\$1,700	\$710	\$410	\$150	\$220	\$220
<b>18-hole or more</b>						
1970	\$4,200	\$2,100	\$1,300	\$880	\$950	\$550
1971	\$4,200	\$1,900	\$1,200	\$840	\$860	\$660
1972	\$3,900	\$2,800	\$1,100	\$610	\$660	\$500
Budget 1973	\$4,200	\$2,800	\$1,100	\$700	\$840	\$580
<b>Non-regulation</b>						
1970	\$1,200	\$430	\$260	\$360	\$210	\$250
1971	\$1,400	\$430	\$340	\$450	\$660	\$350
1972	\$2,200	\$710	\$270	\$300	\$270	\$180
Budget 1973	\$2,400	\$810	\$330	\$320	\$320	\$200

### NATIONAL EXPENDITURES FOR TURF MATERIALS

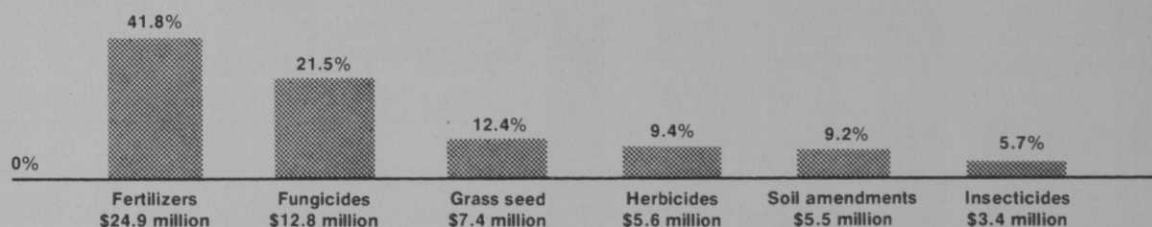
Size of facility	Fertilizers	Fungicides	Grass seed	Soil amendments	Herbicides	Insecticides
<b>9-hole</b>						
1970	\$5.2 million	\$2.8 million	\$1.3 million	\$1.2 million	\$1.1 million	\$709,200
1971	\$5.2 million	\$2.5 million	\$1.9 million	\$1.8 million	\$2.2 million	\$1.6 million
1972	\$6.5 million	\$2.9 million	\$1.5 million	\$579,600	\$821,900	\$850,400
Budget 1973	\$8.1 million	\$3.4 million	\$1.9 million	\$693,600	\$1.0 million	\$1.1 million
<b>18-hole or more</b>						
1970	\$18.6 million	\$9.5 million	\$5.8 million	\$3.9 million	\$4.2 million	\$2.5 million
1971	\$19.1 million	\$8.8 million	\$5.5 million	\$3.8 million	\$3.9 million	\$3 million
1972	\$18.6 million	\$13.5 million	\$5.1 million	\$2.9 million	\$3.1 million	\$2.4 million
Budget 1973	\$20.1 million	\$13.4 million	\$5.3 million	\$3.3 million	\$4.0 million	\$2.7 million
<b>Non-regulation</b>						
1970	\$1.3 million	\$466,300	\$280,000	\$383,000	\$220,800	\$263,900
1971	\$1.6 million	\$470,800	\$377,400	\$499,500	\$732,600	\$388,500
1972	\$2.6 million	\$843,200	\$315,500	\$360,500	\$316,700	\$207,600
Budget 1973	\$2.9 million	\$958,300	\$390,200	\$380,700	\$378,300	\$234,800

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100%

### EXPENDITURES FOR TURF MATERIALS 1970 NATIONAL GRAND TOTALS

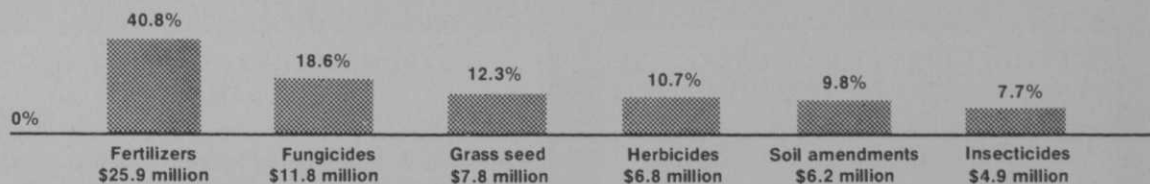
100% = \$59.6 million  
Down 10.9% from 1969 total of \$66.9 million



100%

### EXPENDITURES FOR TURF MATERIALS 1971 NATIONAL GRAND TOTALS

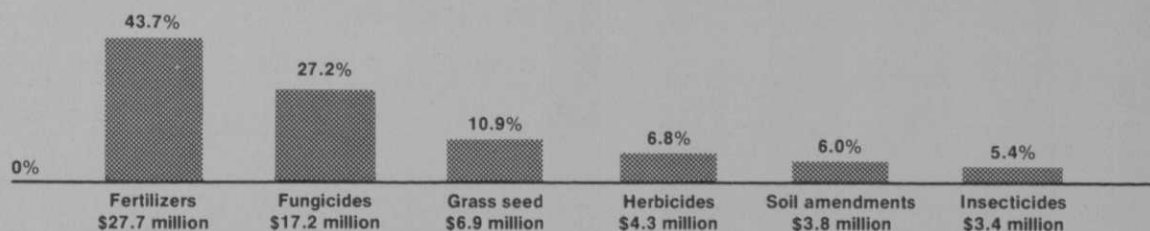
100% = \$63.5 million  
Up 6.5% from 1970 total of \$59.6 million



100%

### EXPENDITURES FOR TURF MATERIALS 1972 NATIONAL GRAND TOTALS

100% = \$63.3 million  
Down .31% from 1971 total of \$63.5 million



continued

## EXPENDITURES FOR GOLF COURSE IMPROVEMENTS NATIONAL GRAND TOTALS



## EXPENDITURES FOR GOLF COURSE IMPROVEMENTS

Course size Average per facility National totals

### 9-hole

1970	\$ 3,900	\$18.3 million
1971	\$ 3,300	\$15.5 million
1972	\$ 4,000	\$19.0 million
Budget 1973	\$ 3,200	\$15.2 million

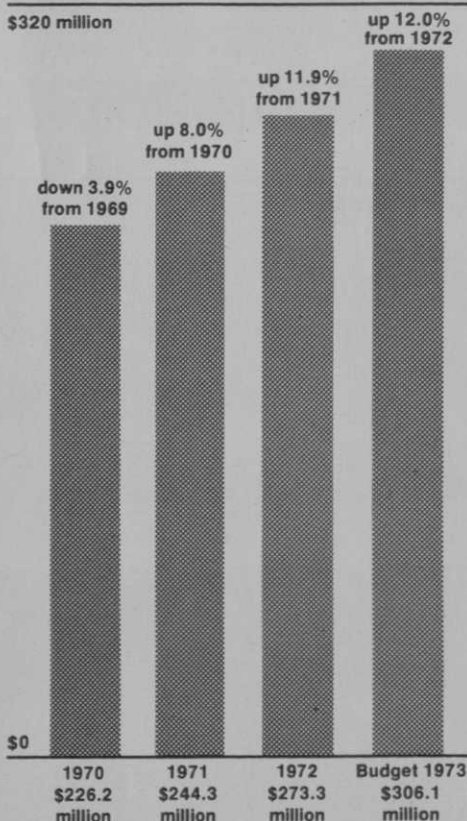
### 18-hole or more

1970	\$ 9,500	\$42.3 million
1971	\$14,100	\$64.0 million
1972	\$18,000	\$85.3 million
Budget 1973	\$11,700	\$55.7 million

### Non-regulation

1970	\$ 2,900	\$ 3.1 million
1971	\$ 3,100	\$ 3.4 million
1972	\$ 2,200	\$ 2.6 million
Budget 1973	\$ 6,800	\$ 8.1 million

## EXPENDITURES FOR GOLF COURSE LABOR\* NATIONAL GRAND TOTALS



\* Exclusive of superintendents' salaries

## EXPENDITURES FOR GOLF COURSE LABOR\*

Course size Average per facility National totals

### 9-hole

1970	\$ 8,600	\$ 40.0 million
1971	\$ 9,500	\$ 44.9 million
1972	\$11,900	\$ 56.6 million
Budget 1973	\$13,500	\$ 64.1 million

### 18-hole or more

1970	\$39,300	\$174.6 million
1971	\$40,500	\$184.3 million
1972	\$42,900	\$203.8 million
Budget 1973	\$47,600	\$225.9 million

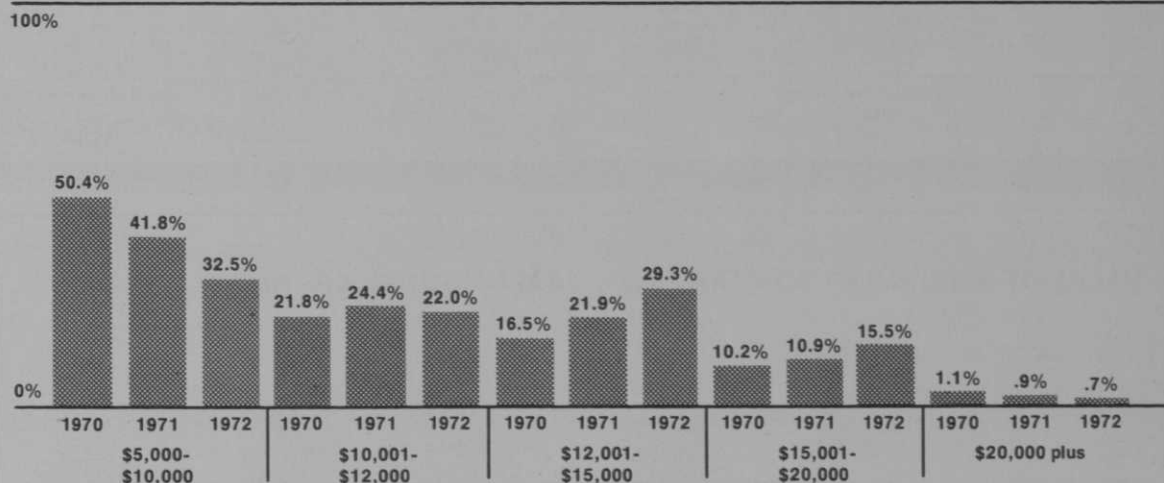
### Non-regulation

1970	\$10,800	\$ 11.6 million
1971	\$13,600	\$ 15.1 million
1972	\$10,900	\$ 12.9 million
Budget 1973	\$13,500	\$ 16.1 million

\* Exclusive of superintendents' salaries



### SUPERINTENDENTS' SALARIES (per cent of response, all course types combined)



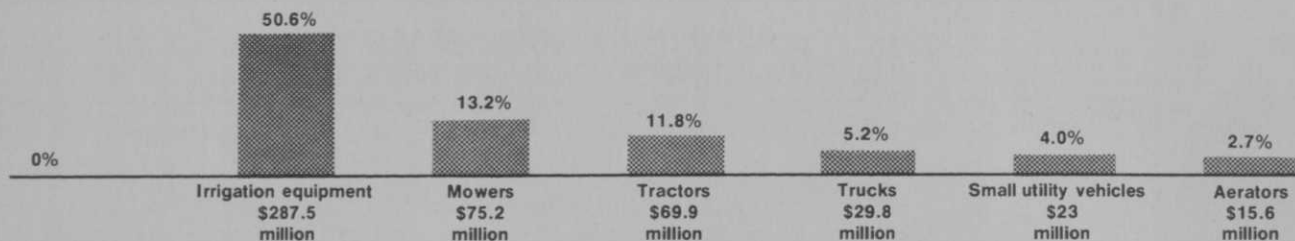
### AVERAGE VALUE OF EQUIPMENT TO DATE

	9-hole			18-hole or more			Non-regulation		
	1970	1971	1972	1970	1971	1972	1970	1971	1972
Irrigation equipment	\$9,300	\$7,700	\$9,800	\$52,100	\$41,700	\$41,500	\$11,800	\$13,000	\$5,400
Tractors	\$4,200	\$3,900	\$4,800	\$10,400	\$11,100	\$12,800	\$ 3,800	\$ 5,200	\$5,200
Mowers	\$4,300	\$4,900	\$5,100	\$11,800	\$12,900	\$13,200	\$ 2,600	\$ 6,100	\$8,100
Trucks	\$1,700	\$1,600	\$1,300	\$ 4,600	\$ 4,500	\$ 5,200	\$ 1,200	\$ 6,200	\$1,400
Small utility vehicles	\$1,300	\$1,200	\$ 830	\$ 3,500	\$ 3,800	\$ 3,700	\$ 1,000	\$ 1,900	\$1,600
Sprayers	\$ 820	\$ 690	\$ 800	\$ 1,800	\$ 1,900	\$ 2,000	\$ 590	\$ 1,100	\$ 860
Aerators	\$ 890	\$1,100	\$ 990	\$ 2,200	\$ 2,400	\$ 2,400	\$ 1,400	\$ 1,600	\$ 980
Shredders	\$ 400	\$ 620	\$ 220	\$ 990	\$ 940	\$ 640	\$ 400	—*	\$ 80
Spreaders	\$ 390	\$ 450	\$ 380	\$ 800	\$ 930	\$ 970	\$ 330	\$ 380	\$ 360
Spikers	\$ 530	\$ 530	\$ 350	\$ 850	\$ 700	\$ 830	\$ 350	\$ 1,000	\$ 410
Trailers	\$ 250	\$ 260	\$ 220	\$ 530	\$ 530	\$ 1,000	\$ 150	\$ 350	\$ 160
Other equipment	\$2,500	\$1,700	\$ 880	\$ 5,500	\$ 6,200	\$ 3,800	\$ 500	\$ 700	\$ 940

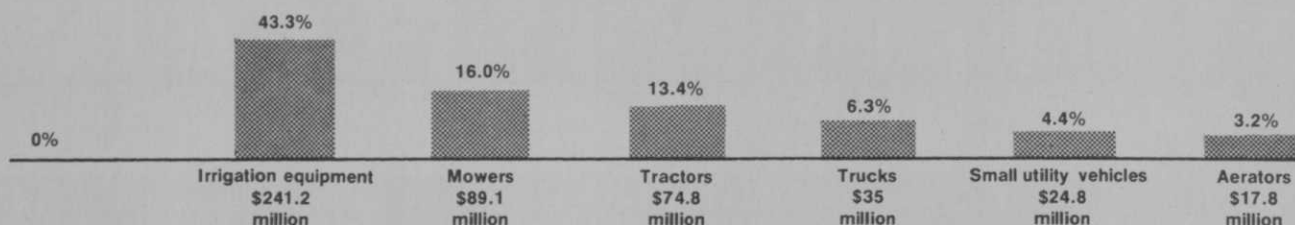
\* No response in this category

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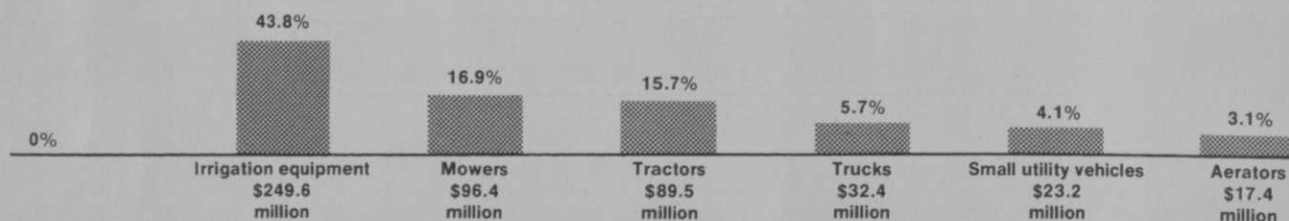
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**VALUE OF EQUIPMENT TO YEAR END 1970 NATIONAL GRAND TOTALS**

100%

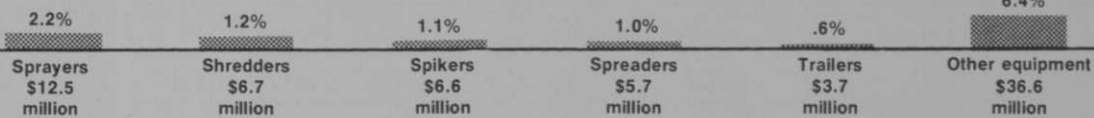
**VALUE OF EQUIPMENT TO YEAR END 1971 NATIONAL GRAND TOTALS**

100%

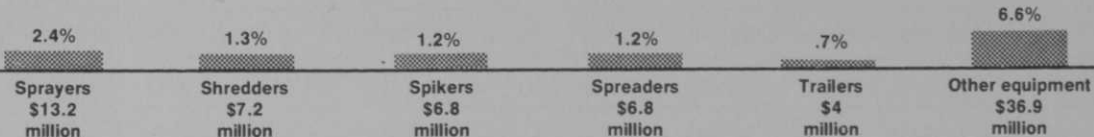
**VALUE OF EQUIPMENT TO YEAR END 1972 NATIONAL GRAND TOTALS****ANNUAL SUPERINTENDENTS' SALARIES (per cent of responses in each course type)**

Salary ranges	Private			Semi-private			1970
	1970	1971	1972	1970	1971	1972	
\$5,000-\$7,500	20.5%	14.6%	4.9%	26.4%	20.6%	23.4%	9.1%
\$7,501-\$10,000	23.2%	14.0%	13.2%	36.1%	42.2%	29.6%	9.1%
\$10,001-\$12,000	18.5%	25.6%	22.2%	26.4%	22.5%	27.2%	36.3%
\$12,001-\$15,000	21.2%	26.8%	31.9%	8.3%	12.7%	19.8%	18.2%
\$15,001-\$17,500	13.3%	15.2%	19.4%	0%	0%	0%	27.3%
\$17,501-\$20,000	2.0%	3.0%	6.9%	1.4%	1.0%	0%	0%
\$20,000 plus	1.3%	.6%	1.4%	1.4%	1.0%	0%	0%

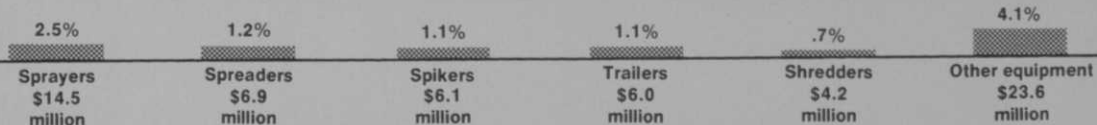
100% = \$567.1 million  
up 6.0% from 1969



100% = \$557.6 million  
down 1.7% from 1970



100% = \$569.8 million  
up 2.2% from 1971 total of \$557.6 million



Hotel/Resort			Public			Non-regulation		
	1971	1972	1970	1971	1972	1970	1971	1972
	14.8%	0%	50.0%	37.0%	11.9%	50.0%	0%	0%
	18.5%	30.0%	11.5%	14.8%	30.9%	33.3%	33.3%	11.1%
	18.5%	0%	23.1%	29.6%	16.7%	16.7%	66.7%	55.6%
	29.6%	60.0%	15.4%	18.5%	30.9%	0%	0%	33.3%
	11.1%	0%	0%	0%	7.1%	0%	0%	0%
	3.7%	10.0%	0%	0%	2.4%	0%	0%	0%
	3.7%	0%	0%	0%	0%	0%	0%	0%

continued

## TYPES OF IRRIGATION SYSTEMS PRESENTLY INSTALLED

### Response by course size

Course size	Automatic			Semi-automatic			Manual		
	1970	1971	1972	1970	1971	1972	1970	1971	1972
9-hole	11.4%	10.3%	11.2%	16.2%	25.8%	19.1%	72.4%	63.9%	69.7%
18-hole or more	23.1%	27.6%	23.8%	27.2%	19.0%	15.9%	49.7%	53.4%	60.3%
Non-regulation	—*	20.0%	22.2%	50.0%	20.0%	11.1%	50.0%	60.0%	66.7%

### Response by course type

Course type	Automatic			Semi-automatic			Manual		
	1970	1971	1972	1970	1971	1972	1970	1971	1972
Private	17.2%	25.3%	22.6%	20.4%	17.8%	15.1%	62.4%	57.0%	62.3%
Semi-private	15.4%	14.9%	13.5%	26.9%	25.4%	20.2%	57.7%	59.6%	66.3%
Hotel/Resort	41.7%	40.6%	28.6%	33.3%	12.5%	14.3%	25.0%	46.9%	57.1%
Public	25.9%	21.9%	22.0%	22.2%	25.0%	16.0%	51.9%	53.1%	62.0%

\* No response in this category

## OVER-ALL RESPONSE

